1 KEVIN V. RYAN United States Attorney 2 3 4 SEALED BY COURT ORDER 5 UNITED STATES DISTRICT COURT NORTHERN DISTRICT OF CALIFORNIA SAN FRANCISCO DIVISION 11 12 UNITED STATES OF AMERICA, No. CR 00-0505 MJJ VIOLATIONS: 18 U.S.C. § 371 -13 Plaintiff. Conspiracy; 18 U.S.C. §§ 1341 and 1343 -Mail and Wire Fraud; 15 U.S.C. §§ 77q(a), 14 v. 77x, 78j(b), 78m, 78ff and 17 C.F.R. 15 240.10b-5, 240.13b2-1 - Securities Fraud; 18 U.S.C. § 2 – Aiding, Abetting and ALBERT J. BERGONZI, CHARLES W. McCALL, and JAY LAPINE, 16 Willfully Causing 17 SAN FRANCISCO VENUE Defendants. 18 19 20 SECOND SUPERSEDING INDICTMENT 21 The Grand Jury charges: 22 I. BACKGROUND 23 A. The Companies 24 1. Prior to January 12, 1999, McKesson Corp. ("McKesson") was a corporation 25 headquartered in San Francisco, California. McKesson was the largest healthcare supply 26 management company in the United States. 2. Prior to January 12, 1999, HBO & Company ("HBOC") was a corporation 27 28 headquartered in Alpharetta, Georgia, an Atlanta suburb. HBOC manufactured and sold

 information technology products, primarily software, to customers in the health care industry.

HBOC was the largest health care information technology company in the United States.

- 3. On January 12, 1999, McKesson acquired HBOC, and the merged company became known as McKessonHBOC. McKessonHBOC's headquarters were in San Francisco, California. The portion of the company formerly known as HBOC became a wholly-owned subsidiary of McKesson, continued to have its base in Alpharetta, Georgia, and operated as the Information Technology Business of McKessonHBOC.
- 4. Following the acquisition, shareholders of McKesson and HBOC became shareholders of McKessonHBOC.
- 5. HBOC, McKesson, and McKessonHBOC were publicly traded companies. HBOC's stock was traded on the national market of the National Association of Securities Dealers' Automated Quotation System ("NASDAQ"), an electronic trading system. The stock of McKesson and McKessonHBOC was listed on the New York Stock Exchange ("NYSE"). The companies had shareholders located throughout the United States, including in the Northern District of California. Executives and employees from both companies, including McCALL, regularly communicated with stock analysts throughout the United States, including in the Northern District of California, regarding, among other things, their financial results and future prospects.
- 6. As public companies, HBOC and McKessonHBOC were required to comply with the regulations of the United States Securities and Exchange Commission (the "SEC"). Those regulations are designed to protect members of the investing public by, among other things, ensuring that a company's financial results are accurately recorded and disclosed to the public.
- 7. Under SEC regulations, HBOC and McKessonHBOC had a duty to: (a) make and keep books, records and accounts that fairly and accurately reflected the company's business transactions; (b) devise and maintain a system of internal accounting controls sufficient to provide reasonable assurances that the company's transactions were recorded as necessary to permit preparation of reliable financial statements; and (c) file with the SEC such reports as the SEC may prescribe, including, but not limited to, quarterly reports on Form 10-Q.

8. At all times relevant to this Second Superseding Indictment, HBOC's outside auditor was Arthur Andersen LLP ("Arthur Andersen"). McKesson's and McKessonHBOC's outside auditor was Deloitte & Touche LLP ("Deloitte").

### B. The Defendants

- 9. The defendant CHARLES W. McCALL held several executive positions at HBOC and McKessonHBOC. In January 1991, McCALL joined HBOC as chief executive officer ("CEO"). In February 1998, he became chairman of HBOC's board of directors. On January 12, 1999, following the acquisition of HBOC by McKesson, McCALL became the chairman of the board of directors of McKessonHBOC. A special committee of McKessonHBOC's board of directors dismissed McCALL as an employee of the company on June 18, 1999.
- 10. The defendant ALBERT J. BERGONZI held several executive positions at HBOC and McKessonHBOC. From January 1998 until November 1998, BERGONZI was HBOC's copresident and co-chief operating officer ("COO"). He became HBOC's sole president and COO in November 1998. From December 1997 through January 1999, BERGONZI reported directly to McCALL. Following the acquisition, BERGONZI was named corporate executive vice president of McKessonHBOC and president and chief executive officer ("CEO") of the former HBOC operation. A special committee of McKessonHBOC's board of directors dismissed BERGONZI as an employee of the company on June 18, 1999.
- 11. The defendant JAY LAPINE was an attorney for both HBOC and McKessonHBOC. LAPINE joined HBOC in 1994 as an associate general counsel. In 1997, LAPINE became general counsel of HBOC. Following the acquisition, LAPINE became general counsel for the former HBOC operation. A special committee of McKessonHBOC's board of directors dismissed LAPINE as an employee of the company on June 18, 1999.
  - C. Relevant Accounting Rules and Systems of Accounting Controls
- 12. During all times relevant to this Second Superseding Indictment, HBOC and McKessonHBOC were required to and did have internal systems of accounting controls that were designed to ensure that the companies' financial results were reported in conformance with Generally Accepted Accounting Principles ("GAAP") and that revenue was properly recognized.

- 13. In 1997, HBOC created the Contract Development and Administration (CD&A) group within the finance department. It was the purpose of CD&A to collect all contract documents, including any amendments or agreements modifying contracts. It was part of HBOC's system of internal accounting controls that the sales force was required to send all contract documents to CD&A. CD&A would send the collected contract documents to HBOC's software revenue recognition department where it would be determined whether revenue could be recognized. CD&A also would provide summaries, lists, and copies of contracts to HBOC's outside auditors in connection with quarterly reviews and audits.
- 14. As public companies, HBOC and McKessonHBOC were required to adhere to GAAP. GAAP included Software Revenue Recognition, Statement of Position 97-2 (Amer. Inst. of Certified Public Accountants 1997) ("SOP 97-2"). SOP 97-2, which became effective for HBOC on January 1, 1998, and for McKesson on April 1, 1998, prescribed requirements for recognizing revenue from the sale of software licenses. Among other requirements, revenue from a sale of software may not be recognized if the sale was subject to a right of return or other contingency, if the sale price was not fixed and determinable, or if collection was not probable. Defendants McCALL, BERGONZI, and LAPINE were familiar with and understood the requirements of SOP 97-2.

#### II. THE SCHEME TO DEFRAUD

15. Between approximately December 1997 and April 27, 1999, the defendants CHARLES W. McCALL, ALBERT J. BERGONZI, JAY LAPINE, and others, devised and intended to devise a scheme to defraud shareholders of HBOC, McKesson, and McKessonHBOC, the investing public, and the SEC, and to deprive HBOC and McKessonHBOC of their intangible right to the defendants' and other employees' honest services.

 18. It was part of the scheme to defraud that HBOC and McKessonHBOC improperly recognized over \$62 million in earnings for the fiscal year ended March 31, 1998, and over \$266 million for the fiscal year ended March 31, 1999. The scheme involved the improper recognition of revenue from over 200 separate contracts with HBOC and McKessonHBOC customers.

19. It was part of the scheme to defraud that the defendants McCALL, BERGONZI, LAPINE, and others, regularly met and spoke in person, and corresponded by email and voicemail during quarterly reporting periods to discuss, among other things, the status of software sales for the quarter and to compare the companies' likely quarterly performance with targeted goals. If it appeared that HBOC or McKessonHBOC might fall short of targeted goals, as it did in each of the quarters ending in December 1997 through March 1999, McCALL, BERGONZI, LAPINE, and others, agreed to and did engage in the fraudulent practices described in this Second Superseding Indictment to ensure that those goals were met.

# Fraud During Quarter Ended March 31, 1998

- 20. It was part of the scheme to defraud that the defendants McCALL, BERGONZI, LAPINE, and others, agreed to engage and engaged in the following improper practices and made the following misrepresentations, among others, during the quarter ended March 31, 1998.
- 21. In or about March 1998, McCALL, BERGONZI, LAPINE, and others met and devised a scheme to inflate HBOC's quarterly revenue and earnings through devices that violated GAAP. Among other things, the defendants agreed to attempt to increase quarterly revenue by closing transactions with side letter contingencies that would not be reflected in the company's books and records or provided to the company's outside auditors. The defendants also agreed that the company would reduce its quarterly expenses by improperly using the company's acquisition reserves and making fraudulent entries regarding the use of those reserves in the company's books and records.
- 22. On or about April 1, 1998, HBOC entered into a \$1.106 million contract with Covenant Health of Knoxville, Tennessee. BERGONZI approved a side letter to the contract, which gave Covenant Health "the unequivocal right to cancel" prior to April 30, 1998. As the defendants agreed, the side letter was separated from the sales contract, and only the contract was

forwarded to HBOC's internal accounting department, which was responsible for recording sales revenue. HBOC improperly recorded \$1.106 million in revenue from the sale in the period ended March 31, 1998. Recording revenue on that transaction violated both GAAP and HBOC's own revenue recognition policy.

- 23. During the first two weeks of April 1998, company employees shifted funds from acquisition reserves to a general reserve and then used funds from the general reserve to reduce current expenses. Those entries were in violation of GAAP and had the purpose and effect of artificially reducing quarterly expenses, thereby improperly increasing quarterly net income and earnings per share.
- 24. On April 14, 1998, HBOC issued a press release announcing preliminary results for the period ended March 31, 1998. This press release was reviewed by McCALL, BERGONZI, and LAPINE prior to being issued by the company. In the press release, McCALL falsely represented that the company had a "strong software sales quarter." The defendants knew that the press release was materially false in that, among other things, it included unaudited financial statements that included revenue from transactions that were subject to side letters, reported inflated net income, and represented that the company had "strong revenue and earnings growth" in the quarter.
- 25. On or about May 6, 1998, McCALL and another member of HBOC management signed a "management representation letter" addressed to Arthur Andersen in connection with its quarterly review of HBOC financial statements. The letter included the following materially false representations:
  - a. "We have made available to you all financial records and related data."
  - b. "There have been no [i]rregularities involving management or employees."
  - c. "There are no violations or possible violations of laws or regulations whose effects should be considered for disclosure in the interim consolidated financial statements.... In all cases, management's actions have complied with the Company's ethical code of standards."
  - d. "The accounting records underlying the interim consolidated financial statements accurately and fairly reflect, in reasonable detail, the transactions of the Company and its subsidiaries."

- 29. It was part of the scheme to defraud that HBOC improperly recognized revenue from approximately 59 contracts for the quarter ended June 30, 1998. McCALL, BERGONZI, LAPINE, and others met during the quarter and discussed the use of side letters and backdating to close contracts and recognize revenue.
- 30. On or about June 30, 1998, BERGONZI and LAPINE caused HBOC to enter into a \$7 million transaction with the University of Pittsburgh Medical Center, of Pittsburgh, Pennsylvania ("UPMC"). The transaction was memorialized in a one-page "Contract Supplement" and was subject to a side letter, signed by BERGONZI, which gave the parties the right to cancel if they could not "flesh out the details of the contract" within 30 days. That period subsequently was extended by a series of additional side letters. The parties finally signed a contract on October 5, 1998. HBOC improperly recorded \$6.99 million from the UPMC transaction as sales revenue for the quarter ended June 30, 1998.
- 31. On or about June 30, 1998, HBOC entered into a contract with Healthcare Imaging Services of Red Bank, New Jersey, which was subject to a side letter. The side letter, which BERGONZI approved, made the sale contingent on approval by the customer's board of directors. HBOC improperly recorded revenue from the sale in the amount of \$1.9 million for the quarter ended June 30, 1998.
- 32. On or about June 30, 1998, BERGONZI approved a side letter to a contract with Holy Cross Hospital of Ft. Lauderdale, Florida, which made the sale contingent upon approval by the customer's board of directors and gave Holy Cross "the unequivocal right to cancel" prior to July 24, 1998. McCALL was involved in the negotiations of this contract and was advised that it was contingent on board of directors approval that would not be obtained until after the end of the quarter. HBOC improperly recorded revenue from the sale in the amount of \$977,034 for the quarter ended June 30, 1998.
- 33. On or about June 30, 1998, BERGONZI approved a side letter to a contract with Wellpath Community Health Plans of Chapel Hill, North Carolina, which made the sale contingent on approval by the customer's board of directors. HBOC improperly recorded revenue from the sale in the amount of \$870,000 for the quarter ended June 30, 1998. Wellpath

exercised its right to cancel the contract on July 31, 1998.

- 34. On or about June 30, 1998, BERGONZI approved a side letter to a contract with Intra-Coastal Health Systems, Inc. of West Palm Beach, Florida, which made the sale contingent on review by the buyer's counsel and approval by its board of directors. HBOC improperly recorded revenue from the sale in the amount of \$602,000 for the quarter ended June 30, 1998.
- 35. On or about June 30, 1998, BERGONZI approved a side letter to a contract with West Georgia Health Systems of LaGrange, Georgia, which made the sale contingent on "final review" approval by the customer's board of directors. HBOC improperly recorded revenue from the sale in the amount of \$446,350 for the quarter ended June 30, 1998.
- 36. On or about June 30, 1998, BERGONZI approved a side letter to a contract with St. Joseph Hospital of Augusta, Georgia, which made the sale contingent on "final negotiations of the terms and conditions of the agreement." HBOC improperly recorded revenue from the sale in the amount of \$311,002 for the quarter ended June 30, 1998.
- 37. On or about July 4, 1998, in furtherance of agreements between McCALL, BERGONZI, LAPINE, and others, employees of HBOC made fraudulent entries to company books and records by using acquisition reserves to reduce unrelated current expenses. Those entries were in violation of GAAP and had the effect of artificially reducing reported operating expenses and increasing quarterly net income and earnings per share.
- 38. On or about July 13, 1998, HBOC issued a press release announcing preliminary results for the period ended June 30, 1998. This press release was reviewed by McCALL, BERGONZI, and LAPINE prior to being issued by the company. The defendants knew that the announcement was materially false in that, among other things, it represented that the company had "30% revenue growth" in the quarter, attached unaudited financial statements that included revenue from transactions that were subject to side letters, and reported inflated net income.
- 39. On or about June 30, 1998, an officer and general manager of HBOC advised McCALL both orally and in writing that BERGONZI was engaged in overly aggressive revenue recognition practices, including the use of contingent contracts.

- 40. On or about July 20, 1998, McCALL and other another member of HBOC management signed a "management representation letter" addressed to Arthur Andersen in connection with its quarterly review of HBOC financial statements. The letter included same the materially false representations alleged in paragraph 24, above. McCALL knew that the representations were false for the reasons alleged in paragraph 25, above.
- 41. On or about August 3, 1998, HBOC filed a report with the SEC on Form 10-Q. The reported results were materially false in that they included improperly recorded sales revenue, failed to accurately reflect quarterly expenses and net income, and failed to disclose that management was engaged in and directing others to engage in fraudulent accounting practices. Defendants McCALL, BERGONZI, and LAPINE were aware that the company was required to and did file this Form 10-Q and each defendant reviewed it prior to the time it was filed. Each defendant knew that the Form 10-Q contained the material false statements set forth above. Fraud During Quarter Ended September 30, 1998
- 42. It was part of the scheme to defraud that the defendants McCALL, BERGONZI, LAPINE, and others, agreed to engage and engaged in the following improper practices and made the following misrepresentations, among others, during the quarter ended September 30, 1998.
- 43. It was part of the scheme to defraud that HBOC improperly recognized revenue from approximately 64 contracts for the quarter ended September 30, 1998. McCALL, BERGONZI, LAPINE, and others met during the quarter and discussed the use of side letters and backdating to close contracts and recognize revenue.
- 44. On September 28, 1998, the defendant BERGONZI and others, caused HBOC to enter into a reciprocal transaction with Computer Associates, an Islandia, New York, maker of business software. Computer Associates agreed to buy \$30 million in HBOC software products for distribution, and, in exchange, HBOC agreed to buy \$73.8 million in Computer Associates software, also for resale. HBOC improperly recorded the \$30 million as sales revenue for the period ended September 30, 1998.

- 45. McCALL, BERGONZI, and LAPINE knew that recognition of revenue on the Computer Associates transaction was improper and took steps to conceal its terms. Among other things, they split the transaction into separate contracts, neither of which made any reference to the other, and BERGONZI signed a separate side letter altering the terms of HBOC's contract with Computer Associates. Computer Associates has neither made use of nor distributed any of the \$30 million in HBOC software products, and HBOC has neither made use of nor distributed any of the \$73.8 million in Computer Associates software.
- 46. On or about September 30, 1998, BERGONZI caused HBOC to enter into a \$10,792,478 software transaction with Baptist Healthcare System, of Louisville, Kentucky ("Baptist Louisville"). BERGONZI signed a one page side agreement that made Baptist Louisville's obligations contingent on the execution of "mutually agreeable documents." HBOC improperly recorded revenue for the sale in the amount of \$10,792,478 for the quarter ended September 30, 1998.
- 47. Between September 30 and October 5, 1998, BERGONZI caused HBOC to enter into five licensing agreements with Baptist Health, of Montgomery, Alabama ("Baptist Montgomery"). The transactions were finalized after the end of the quarter and they were subject to a side letter that gave Baptist Montgomery the right to cancel prior to December 31, 1998. HBOC improperly recorded \$3.259 million in revenue for the quarter ended September 30, 1998. Baptist Montgomery exercised its right to cancel the contracts in or about April 1999.
- 48. On October 1, 1998, BERGONZI and others caused HBOC to enter into a contract with Staff Builders, Inc., a home health care agency based in Lake Success, New York, which was backdated to September 30, 1998. Under the terms of the agreement, Staff Builders promised to purchase \$9 million in HBOC software, contingent on obtaining financing from General Electric Capital Corporation ("GECC"). When GECC declined to provide financing because of Staff Builders' poor credit rating, BERGONZI, LAPINE, and others allowed HBOC to guarantee repayment to GECC through a "recourse agreement," which precluded revenue recognition.

- 49. Because GECC had not yet finalized its financing contract with Staff Builders, it advanced \$6.9 million to HBOC (the "Bridge Loan"). HBOC had to pay interest to GECC on the Bridge Loan, and was required to return the full loan amount to GECC if Staff Builders did not complete financing arrangements within 60 days. Because GAAP did not permit immediate revenue recognition given the recourse agreement and Bridge Loan, McCALL, BERGONZI, LAPINE, and others concealed those agreements from company books and records, and from Arthur Andersen. HBOC improperly recorded revenue from the Staff Builders contract in the amount of \$9 million for the period ended September 30, 1998.
- 50. On or about September 30, 1998, BERGONZI approved a side letter in some tion with a contract with Springhill Memorial Hospital of Mobile, Alabama, which made the sale contingent on "administrative review" and approval by Springhill's board of directors. HBOC improperly recorded revenue from the sale in the amount of \$897,000 for the quarter and ded September 30, 1998. Springhill exercised its right to cancel the contract in October 1998, but HBOC extended the cancellation right. On or about December 31, 1998, Springhill canceled the contract.
- 51. In or about early October 1998, BERGONZI approved a side letter in connection with a backdated contract with Sisters of Charity Health Care System of Houston, Texas, which gave the buyer a right to cancel before December 14, 1998. HBOC improperly recorded revenue from the sale in the amount of \$1.746 million for the quarter ended September 30, 1998.
- 52. On or about October 5, 1998, in furtherance of an agreement between McGALL, BERGONZI, LAPINE, and others, employees of HBOC made fraudulent entries to company books and records by using acquisition reserves to reduce unrelated current expenses. Those entries were in violation of GAAP and had the effect of improperly reducing quarterly operating expenses and increasing quarterly net income and earnings per share.
- 53. On October 13, 1998, HBOC issued a press release announcing preliminary results for the period ended September 30, 1998. This press release was reviewed by McCALL, BERGONZI, and LAPINE prior to being issued by the company. The defendants knew that the announcement was materially false in that, among other things, it included improperly recorded

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revenue and overstated quarterly net income and earnings per share.

- 54. On or about October 15, 1998, HBOC's senior vice president for sales resigned and informed McCALL that he was doing so because BERGONZI was "out of control" and that the sales force was suffering a "revenue hangover" as a result of the use side letters.
- 55. On October 23, 1998, McCALL and other members of HBOC management signed a "management representation letter" addressed to Arthur Andersen in connection with its quarterly review of HBOC financial statements. The letter included same the materially false representations alleged in paragraph 24, above. McCALL knew that the representations were false for the reasons alleged in paragraph 25, above.
- 56. On October 28, 1998, HBOC filed a report with the SEC on Form 10-Q. The reported results were materially false in that they included improperly recorded sales revenue, failed to accurately reflect quarterly expenses and net income, and failed to disclose that management was engaged in and directing others to engage in fraudulent accounting practices. Defendants McCALL, BERGONZI, and LAPINE were aware that the company was required to and did file this Form 10-Q and each defendant reviewed it prior to the time it was filed. Each defendant knew that the Form 10-Q contained the material false statements set forth above.
- Fraud During Quarter Ended December 31, 1998
- 57. It was part of the scheme to defraud that the defendants McCALL, BERGONZI, LAPINE, and others, agreed to engage and engaged in the following improper practices and made the following misrepresentations, among others, during the quarter ended December 31, 1998.
- 58. It was part of the scheme to defraud that HBOC improperly recognized revenue from approximately 161 contracts for the quarter ended December 31, 1998. McCALL, BERGONZI, LAPINE, and others met during the quarter and discussed the use of side letters and backdating to close contracts.
- 59. In October 1998, HBOC and McKesson conducted merger negotiations. On October 18, 1998, the companies announced in a press release that they had "signed a definitive agreement for McKesson to acquire HBOC." According to the press release, the merger would

"create the world's first comprehensive healthcare supply management and information solutions company, uniting the top-performing, rapidly growing leaders in their respective industries: McKesson, the #1 healthcare supply management company, and HBOC, the #1 healthcare information company." In the press release, McCALL falsely stated that HBOC was "currently experiencing strong sales and earnings momentum." The press release also falsely reported revenue and earnings from HBOC (as pooled with McKesson's revenue and earnings) for the first three quarters of 1998.

- 60. On November 13, 1998, McKesson filed a Form S-4 with the SEC, which included letters from McCALL discussing the information contained in the document and attachments to the documents. The Form S-4 also included a joint proxy statement/prospectus discussing the proposed merger and the merger agreement between HBOC and McKesson. The Form S-4 also incorporated by reference HBOC's Forms 10-Q for the quarters ended March 31, 1998, June 30, 1998, and September 30, 1998.
- 61. The Form S-4 and the documents incorporated into the Form S-4 contained materially false statements. For example, the merger agreement included a section titled "Representations and Warranties of HBO." That section contained the materially false representation that HBOC's financial statements filed with the SEC since 1996 "comply as to form, as of their respective dates of filing with the SEC, in all material respects with applicable accounting requirements and the published rules and regulations of the SEC with respect thereto, [and] have been prepared in accordance with GAAP...."
- 62. The Form S-4 also contained *pro forma* condensed consolidated statements of income for McKesson and HBOC for six month periods ending September 30, 1998, and twelve month periods ending March 31, 1998. The statements of income for HBOC included both revenue and income recorded in violation of GAAP.
- 63. On or about November 5, 1998, McCALL signed a letter to Arthur Andersen in which he falsely represented that "Since December 31, 1997, there have been no events or transactions that have a material effect on the financial statements that should be disclosed in order to make those statements not misleading."

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- 64. In January 1999, BERGONZI negotiated a backdated transaction with WebMD that enabled HBOC to record additional revenue for the December 31, 1998 quarter. WebMD agreed to buy \$5 million in HBOC products, and HBOC assumed an obligation to purchase and resell at least \$3.59 million in WebMD products. The contract, which was split into two documents, was signed by BERGONZI on or about January 7, 1999. HBOC improperly recorded \$5 million from the WebMD transaction as revenue for the quarter ended December 31, 1998.
- 65. On or about January 5, 1999, BERGONZI and LAPINE caused HBOC to enter into another transaction with UPMC. Under the terms of the deal, which was memorialized in a "Contract Supplement" backdated to December 31, 1998, UPMC had the option to purchase \$2.4 million in HBOC software products. BERGONZI signed a side letter permitting UPMC to cancel the deal if it decided not to make a purchase by February 3, 1999. The right to cancel was extended by a series of additional side letters. HBOC improperly recorded \$2.323 million from the UPMC deal as revenue for the period ended December 31, 1999. On April 28, 1999, UPMC exercised its right to cancel.
- 66. On or about December 31, 1998, BERGONZI caused HBOC to enter into a \$1.59 million transaction with St. Barnabas Hospital of Bronx, New York. The transaction was subject to a side letter, which made it contingent on "finishing legal review and implementation plan of the definitive agreement" within 90 days. HBOC improperly included the \$1.59 million in revenue from the St. Barnabus (Bronx) contract in the period ended December 31, 1998.
- 67. On or about November 10, 1998, BERGONZI cause HBOC to enter into a \$1.994 million contract with St. Barnabus Healthcare System of Livingston, New Jersey. The contract was subject to a side letter making agreement contingent on the customer's "final review and approval" before February 28, 1999. On or about March 31, 1999, BERGONZI approved an extension of the contingency to September 30, 1999.
- 68. On January 25, 1999, McKessonHBOC management held a conference call with securities analysts and issued a press release announcing HBOC and McKesson's combined results for the period ended December 31, 1998. McCALL and BERGONZI made false statements during the conference call. McCALL stated that HBOC "had very, very strong

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Fraud During Quarter Ended March 31, 1999

69. It was part of the scheme to defraud that the defendants McCALL, BERGONZI, LAPINE, and others agreed to engage and engaged in the following improper practices and made the following misrepresentations, among others, during the quarter ended March 31, 1999, which was the first following the acquisition.

growth for 1998 was not strong, that its publicly-reported revenue included sales that were not

been decreased by the prevalent use of side letters and contingencies to close transactions

- 70. It was part of the scheme to defraud that McKessonHBOC improperly included revenue from approximately 37 contracts for the quarter ended March 31, 1999, when the company released its financial results on April 22, 1999.
- 71. On or about March 31, 1998, BERGONZI caused McKessonHBOC to enter into a \$1 million transaction with St. Barnabas Hospital of the Bronx, New York. The contract was backdated and subject to a side letter, which made it contingent on "finishing legal review and implementation plan of the definitive agreement" within 90 days. McKessonHBOC improperly included the \$1 million in revenue for the period ended March 31, 1999. On or about June 18, 1999, St. Barnabus exercised its right to cancel the contract.
- 72. On or about March 23, 1999, BERGONZI approved a side letter in connection with a contract with CHRISTUS Health of Houston, Texas, which gave CHRISTUS the right to cancel the contract. McKessonHBOC improperly recognized \$5.644 million in revenue from this contract for the quarter ending March 31, 1999.

73. On or about March 28, 1999, BERGONZI and others proposed a reciprocal
transaction to Oracle Corporation, a Redwood Shores, California manufacturer of database
products. Under the proposed deal, Oracle would purchase and pay for \$20 million in
McKessonHBOC software by March 31, 1999, and McKessonHBOC would agree to buy \$25
million in Oracle products in the future, and encourage customers to convert to Oracle's produc
lines

- 74. To conceal the true nature of the transaction, BERGONZI and others proposed that the transaction be reflected in two separate contracts. They further proposed that only the contract obligating Oracle to buy \$20 million in software be executed by March 31, 1998, and that Oracle "trust" McKessonHBOC to execute the second contract in the next quarter. Deloitte learned of the proposed transaction and advised BERGONZI and others that revenue from this transaction could not be recognized under GAAP because of its reciprocal nature.
- 75. On March 31, 1999, Oracle declined to enter into the proposed transaction, in part because it had no reason to purchase McKessonHBOC software. As a result, McKessonHBOC failed to meet its software sales revenue goals for the quarter ended March 31, 1999.
- 76. On April 1, 1999, after the end of the March 31 quarter, BERGONZI directed a McKessonHBOC employee to contact Data General Corporation, a Westborough, Massachusetts-based manufacturer of computer hardware, and determine whether it would be willing to enter into a reseller transaction involving approximately \$20 million of McKessonHBOC software that would be backdated to March 31.
- 77. On or about April 2, 1999, at BERGONZI's request, McCALL contacted Data General's chief executive officer who told McCall that any transaction would have to include an agreement in which McKessonHBOC promised to buy back any software that Data General could not resell.
- 78. BERGONZI, LAPINE, and others then negotiated the transaction with Data General throughout the weekend of Friday, April 2, 1999, finalizing the deal on Monday, April 5, 1999. The negotiations resulted in the following agreement: Data General would immediately purchase. \$20 million in McKessonHBOC software products, for resale to third parties, and

 McKessonHBOC would make \$25 million in future purchases of Data General hardware, also for resale. Because Data General had no ability to resell McKessonHBOC products, McKessonHBOC assumed that obligation. If McKessonHBOC failed to resell half the software by July 22, 1999, it would pay Data General \$10 million, less the value of any resales. If it failed to resell the remaining half by September 24, 1999, it would pay Data General another \$10 million, again less the value of any resales, and Data General could return all unsold software.

- 79. The documents memorializing the Data General transaction were designed by BERGONZI, LAPINE, and others to conceal various aspects of the deal. Although executed in its entirety on April 5, 1999, the Data General contract was reflected in two separate documents with different dates. The first document, which was backdated to March 31, 1999, purported to be a reseller agreement under which Data General bought \$20 million of McKessonHBOC software for resale. The second document, called an "Amendment," was dated April 5, 1999 (the "Amendment"). The Amendment contained McKessonHBOC's obligation to buy \$25 million in Data General hardware, to resell its own software on behalf of Data General, and to repay Data General if it failed to do so. The Amendment also included Data General's right to return all unsold software that it purported to buy pursuant to the reseller agreement dated March 31, 1999.
- 80. McCALL, BERGONZI, LAPINE, and others concealed the Amendment so that it would not be discovered by Deloitte. On or about April 20, 1999, BERGONZI and LAPINE learned that Deloitte had sent a written audit confirmation request to Data General, asking it to confirm that the \$20 million Software Contract represented the entire agreement between Data General and McKessonHBOC. Thereafter, BERGONZI contacted Data General representative in an effort to delay Data General's response to the confirmation request until after McKessonHBOC announced results for its fiscal quarter and year ended March 31, 1999.
- 81. On April 21, 1999, Data General's chief financial officer returned the confirmation request to Deloitte, attaching the Amendment.
- 82. On or about April 22, 1999, McCALL contacted Data General's CEO and asked whether Data General would restructure the transaction by reducing or eliminating the right to return unsold McKessonHBOC software. Data General's CEO refused McCALL's request.

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83. On April 22, 1999, McKessonHBOC issued a press release announcing its preliminary financial results for the reporting period ended March 31, 1999. Deloitte advised McKessonHBOC that it should not include the Data General contract in its financial results because the revenue could not be recognized. The \$20 million from Data General, however, was included in the company's financial results for the period as software revenue for the HBOC subsidiary, allowing McKessonHBOC to report earnings per share in excess of Wall Street forecasts. In the press release, McCALL stated that the HBOC subsidiary "generated 21 percent revenue growth in . . . information technology software . . . . " Approximately 16% of this reported revenue was from the fraudulent Data General transaction. McCALL repeated this information in a conference call with financial analysts on April 22, 1999.

## McKessonHBOC's Restatement of Financial Statements

84. On April 28, 1999, McKessonHBOC issued a press release announcing that it was investigating accounting irregularities in HBOC-related software sales and that the company would restate its financial results. On the day of this announcement, the share price of McKessonHBOC stock fell more than 40% from the prior day, from \$65.75 to \$34.50, on a volume of 41,625,900 shares. As a result, the value of stock held by McKessonHBOC shareholders fell by more than \$9 billion. McKessonHBOC stock has not closed at a price above \$41.81 since the day of the announcement.

85. McKessonHBOC issued its restated results on July 14, 1999. The restatement included the following adjustments to quarterly revenue and net income for the HBOC portion of the business during the period January 1, 1998 through March 31, 1999:

Overtor	REVENUE			NET INCOME		
<u>Quarter</u> <u>Ending</u>	Originally Reported	<u>As</u> <u>Restated</u>	% Overstated	Originally Reported	<u>As</u> <u>Restated</u>	% Overstated
3/98	\$393.1	\$376.8	4.3 %	\$64.9	\$45.6	42.3 %
6/98	\$376.7	\$308.1	22.3 %	\$75.6	\$23.5	221.7 %
9/98	\$399.6	\$330.5	20.9 %	\$83.7	\$16.5	407.3 %
12/98	<b>\$469.0</b>	\$381.0	23.9 %	\$59.6	\$8.5	601.2 %
3/99	\$431.9	\$402.6	7.3 %			

86. Paragraphs 1 through 85 are realleged as if fully set forth here.

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dates being approximate and inclusive, within the Northern District of California and elsewhere,

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the defendants

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87. From in or about and between December 1997 to on or about April 27, 1999, both

### CHARLES W. McCALL, ALBERT J. BERGONZI, JAY LAPINE.

and others, knowingly and willfully conspired to commit offenses against the United States, namely, (a) fraud in connection with the offer and sale, and the purchase and sale, of HBOC and McKessonHBOC securities, in violation of Title 15, United States Code, Sections 78j(b), 78ff. 77q(a), and 77x and Title 17, Code of Federal Regulations, Section 240.10b-5; (b) false and misleading statements and omissions of material fact in reports and documents required to be filed under the Securities Exchange Act of 1934 and the rules and regulations thereunder, in violation of Title 15, United States Code, Sections 78j(b) and 78ff; (c) false and misleading statements of material fact in reports and documents required to be filed under the Securities Act of 1933, in violation of Title 15, United States Code, Sections 77q(a) and 77x; (d) falsified books, records, and accounts of HBOC and McKessonHBOC, in violation of Title 15, United States Code, Sections 78m(b)(2)(A), 78m(b)(5) and 78ff, and Title 17, Code of Federal Regulations, Section 240.13b2-1; and (e) circumvention of HBOC and McKessonHBOC's internal accounting procedures and system of accounting controls, in violation of Title 15, United States Code, Sections 78m(b)(2)(B) and 78ff, all in violation of Title 18, United States Code, Section 371.

## **OVERT ACTS**

88. In furtherance of the conspiracy and to effect the objects thereof, in the Northern District of California and elsewhere, the defendants committed and caused others to commit the acts described in paragraphs 17 through 83 of this Second Superseding Indictment, which are hereby realleged as if fully set forth here.

- 89. The defendants committed and caused others to commit the following additional overt acts in furtherance of the conspiracy, in the Northern District of California and elsewhere:
  - In or about March 1998, McCALL, BERGONZI, LAPINE, and another HBOC officer met and discussed devices for inflating HBOC's revenue and earnings;
  - On or about May 11, 1998, HBOC's chief financial officer signed a Form 10-Q that was filed with the SEC;
  - On or about August 3, 1998, HBOC's chief financial officer signed a Form 10-Q that was filed with the SEC;
  - On or about September 11, 1998, LAPINE faxed a side letter to UPMC extending the right to cancel the June 30, 1998, software license agreement until September 25, 1998;
  - On or about October 26, 1998, HBOC issued a press release announcing that it had entered into a contract with Staff Builders;
  - On or about October 28, 1998, HBOC's chief financial officer signed a Form 10-Q that was filed with the SEC;
  - On or about January 4, 1999, an HBOC officer sent a fax to GECC suggesting a misleading response to an Arthur Andersen audit confirmation request;
  - On or about April 2, 1999, McCALL telephoned the chief executive officer of
    Data General to discuss the pending contract negotiations for a contract for
    quarter ending March 31, 1999;
  - On or about April 3, 1999, LAPINE told Data General employees that HBOC required the software reseller agreement to be backdated to March 31, 1999, and the agreement for HBOC to purchase hardware to be dated in April 1999;
  - On or about April 5, 1999, LAPINE faxed a revised reseller agreement to Data General;
  - On or about April 22, 1999, McCALL spoke with the CEO of Data General and requested that Data General agree to rescind McKessonHBOC's repurchase obligation;

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- On or about April 22, 1999, McKessonHBOC issued a press release describing preliminary financial results for the fiscal year ended March 31, 1999;
- On or about April 22, 1999, McCALL participated in a conference call with securities analysts in which he described the company's financial results for the fiscal year ended March 31, 1999.

All in violation of Title 18, United States Code, Section 371.

COUNT TWO: 15 U.S.C. §§ 78j(b) and 78ff; 17 C.F.R. §240.10b-5, 18 U.S.C. § 2 (Fraud in Connection with Purchase and Sale of Securities)

- 90. Paragraphs 1 through 85 are realleged as if fully set forth here.
- 91. From in or about and between December 1997 to on or about April 27, 1999, both dates being approximate and inclusive, within the Northern District of California and elsewhere, the defendants

#### CHARLES W. McCALL, ALBERT J. BERGONZI, JAY LAPINE,

and others, knowingly and willfully, directly and indirectly, by the use of the means and instrumentalities of interstate commerce, the mails, and the facilities of national securities exchanges, used and employed manipulative and deceptive devices and contrivances in connection with the purchase and sale of securities issued by HBOC and McKessonHBOC, in violation of Title 17, Code of Federal Regulations, Section 240.10b-5, by (a) employing devices, schemes, and artifices to defraud; (b) making and causing HBOC and McKessonHBOC to make untrue statements of material fact and omitting to state facts necessary in order to make the statements made, in light of the circumstances under which they were made, not misleading; and (c) engaging in acts, practices, and courses of business which operated and would operate as a fraud and deceit upon purchasers of HBOC and McKessonHBOC securities.

All in violation of Title 15, United States Code, Sections 78j(b) and 78ff and Title 18, United States Code, Section 2.

1	COUNT THREE: 15 U.S.C. §§ 78j(b) and 78ff (False SEC Filing for Quarter Ended March 31,
2	1998)
3	92. Paragraphs 1 through 27 and 84 through 85 are realleged as if fully set forth here.
4	93. On or about May 11, 1998, within the Northern District of California and elsewhere
5	the defendant
6	ALBERT J. BERGONZI
7	in a Form 10-Q filed with the SEC for the period ended March 31, 1998, did knowingly and
8	willfully make and cause HBOC to (a) make untrue statements of material fact and (b) omit to
9	state material facts necessary to make the statements made not misleading.
10	94. Specifically, the Form 10-Q:
11	a. Falsely reported software sales revenue that was generated through the
12	deliberate use of improper accounting practices;
13	b. Omitted to disclose that side letters to sales contracts and recourse agreements
14	with GECC had been deliberately withheld from company books and records and from Arthur
15	Andersen at the direction of top management, namely, McCALL, BERGONZI, LAPINE, and
16	others;
17	c. Falsely reported operating expenses that had been reduced, and net income that
18	had been inflated, as the result of fraudulent entries to company books and records; and
19	d. Omitted to disclose that those fraudulent entries were made in the books and
20	records of the company.
21	All in violation of Title 15, United States Code, Sections 78j(b) and 78ff; Title 17, Code
22	of Federal Regulations, Section 240.10b-5; and Title 18, United States Code, Section 2.
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1	COUNT FOUR: 15 U.S.C. §§ 78j(b) and 78ff (False SEC Filing for Quarter Ended June 30,
2	1998)
3	95. Paragraphs 1 through 19, 28 through 41, and 84 through 85 are realleged as if fully
4	set forth here.
5	96. On or about August 3, 1998, within the Northern District of California and
6	elsewhere, the defendants
7	CHARLES W. McCALL,
8	ALBERT J. BERGONZI, and JAY LAPINE,
9	in a Form 10-Q filed with the SEC for the period ended June 30, 1998, did knowingly and
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11	willfully make and cause HBOC to (a) make untrue statements of material fact and (b) omit to
12	state material facts necessary to make the statements made not misleading.
13	97. Specifically, the Form 10-Q:
14	a. Falsely reported software sales revenue that was generated through the
15	deliberate use of improper accounting practices;
16	b. Omitted to disclose that side letters to sales contracts and recourse agreements
17	with GECC had been deliberately withheld from company books and records and from Arthur
18	Andersen at the direction of top management, namely, McCALL, BERGONZI, LAPINE, and
19	others;
	c. Falsely reported operating expenses that had been reduced, and net income that
20	had been inflated, as the result of fraudulent entries to company books and records; and
21	d. Omitted to disclose that those fraudulent entries were made in the books and
22	records of the company.
23	All in violation of Title 15, United States Code, Sections 78j(b) and 78ff; Title 17, Code
24	of Federal Regulations, Section 240.10b-5; and Title 18, United States Code, Section 2.
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1	COUNT FIVE: 15 U.S.C. §§ 78j(b) and 78ff (False SEC Filing for Quarter Ended September
2	30, 1998)
3	98. Paragraphs 1 through 19, 42 through 56, and 84 through 85 are realleged as if fully
4	set forth here.
5	99. On or about October 28, 1998, within the Northern District of California and
6	elsewhere, the defendants
7 8	CHARLES W. McCALL, ALBERT J. BERGONZI, and JAY LAPINE,
9	in a Form 10-Q filed with the SEC for the period ended September 30, 1998, did knowingly and
10	willfully make and cause HBOC to (a) make untrue statements of material fact and (b) omit to
11	state material facts necessary to make the statements made not misleading.
12	100. Specifically, the Form 10-Q:
13	a. Falsely reported software sales revenue that was generated through the
14	deliberate use of improper accounting practices;
15	b. Omitted to disclose that side letters to sales contracts and recourse agreements
16	with GECC had been deliberately withheld from company books and records and from Arthur
17	Andersen at the direction of top management, namely, McCALL, BERGONZI, LAPINE, and
18	others;
19	c. Falsely reported operating expenses that had been reduced, and net income that
20	had been inflated, as the result of fraudulent entries to company books and records; and
21	d. Omitted to disclose that those fraudulent entries were made in the books and
22	records of the company.
23	All in violation of Title 15, United States Code, Sections 78j(b) and 78ff; Title 17, Code
24	of Federal Regulations, Section 240.10b-5; and Title 18, United States Code, Section 2.
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1	COUNT SIX: 15 U.S.C. §§ 78m(b)(2)(A), 78m(b)(5) and 78ff; 17 C.F.R. § 240.13b2-1; and 18
2	U.S.C. § 2 (Falsifying Books, Records, and Accounts)
3	101. Paragraphs 1 through 85 are realleged as if fully set forth here.
4	102. From in or about and between December 1997 to on or about April 27, 1999, both
5	dates being approximate and inclusive, within the Northern District of California and elsewhere,
6	the defendants
7	CHARLES W. McCALL,
8	ALBERT J. BERGONZI, and JAY LAPINE,
9	knowingly and willfully, directly and indirectly, falsified and caused to be falsified books,
10	records, and accounts of HBOC and McKessonHBOC.
11	All in violation of Title 15, United States Code, Sections 78m(b)(2)(A), 78m(b)(5) and
12	78ff, and Title 17, Code of Federal Regulations, Section 240.13b2-1, and 18 U.S.C. § 2.
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1	COUNT SEVEN: 15 U.S.C. §§ 78m(b)(2)(B), 78m(b)(5) and 78ff; 18 U.S.C. § 2
2	(Circumventing Internal Accounting Controls)
3	103. Paragraphs 1 through 86 are realleged as if fully set forth here.
4	104. From in or about and between December 1997 to on or about April 27, 1999, both
5	dates being approximate and inclusive, within the Northern District of California and elsewhere,
6	the defendants
7 8	CHARLES W. McCALL, ALBERT J. BERGONZI, and JAY LAPINE,
9	knowingly and willfully circumvented and caused others to circumvent the system of accounting
10	controls required to be devised and maintained to provide assurances that transactions of HBOC
11	and McKessonHBOC were recorded as necessary to permit preparation of financial statements in
12	conformity with GAAP.
13	All in violation of Title 15, United States Code, Sections 78m(b)(2)(B), 78m(b)(5) and
14	78ff, and 18 U.S.C. § 2
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COUNT EIGHT: 15 U.S.C. §§ 77q(a) and 77x; 18 U.S.C. § 2 (False Registration Statement)

105. Paragraphs 1 through 63 and 84 though 85 are realleged as if fully set forth here.

106. On or about November 13, 1998, within the Northern District of California and elsewhere, the defendants

### CHARLES W. McCALL, ALBERT J. BERGONZI, and JAY LAPINE,

unlawfully, willfully, and knowingly, in a registration statement filed by McKesson and HBOC under the Securities Act of 1933 with respect to stock to be issued in conjunction with a merger, did make and cause to be made untrue statements of material fact, and omit to state and cause to be omitted material facts required to be stated therein and necessary to make the statements made not misleading, including:

- The merger agreement incorporated by reference into the registration statement included a section titled "Representations and Warranties of HBO." That section contained the materially false representation that HBOC's financial statements filed with the SEC since 1996 "comply as to form, as of their respective dates of filing with the SEC, in all material respects with applicable accounting requirements and the published rules and regulations of the SEC with respect thereto, [and] have been prepared in accordance with GAAP...."
- Each of the Forms 10-Q incorporated into the registration statement contained materially false statements regarding HBOC's revenue and earnings for the first three quarters of 1998.
- The pro forma condensed consolidated financial statements of income for HBOC for six month periods ending September 30, 1998, and twelve month periods ending March 31, 1998, included both revenue and income recorded in violation of GAAP.

All in violation of Title 15, United States Code, Sections 77q(a) and 77x; and Title 18, United States Code, Section 2.

SECOND SUPERSEDING INDICTMENT

Case No. CR-00-0505-MJJ

(Approved as to form:

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AUSA William H. Kimball